

1894

1908

# CONFIDENTIAL PRICE LIST

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FOR DEALERS ONLY



All quotations are  
strictly Net Cash.

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B I C Y C L E S  
BICYCLE SUNDRIES  
TALKING MACHINES  
RECORDS, SUPPLIES  
SPORTING GOODS

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J. E. POORMAN, JR.

== *JOBBER* ==

(WHO PROTECTS THE DEALER)

31 AND 33 WEST FIFTH STREET  
CINCINNATI, - - OHIO

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## **General Distributors for**

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Morrow Coaster Brakes.

New Departure Coaster Brakes.

Corbin Coaster Brakes.

Continental Tires and Inner Tubes, etc.

Morgan & Wright Tires and Inner Tubes, etc.

Hartford, Goodrich and Palmer Tires.

G & J. and Dunlop Tires and Inner Tubes.

Sterling Bells. Koch's Harmonicas.

Carbide. Kelly Handle Bars.

20th Century Gas and Oil Lamps.

Solar Gas and Oil and Columbia Gas Lamps.

Zonophone and Star Talking Machines.

Zonophone, Star and International Records.

Needles and Talking Machine Supplies.

Machine and Record Carrying Cases.

Machine and Record Cabinets.

Adjustable Bedside Tables.

Exercisers, Ping Pong, Pedometers.

Watches. Harmonicas, etc.

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All goods listed herein are carried in stock.

All orders filled same day as received.

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CINCINNATI, OHIO.

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# GUARANTEE

**W**E agree with the purchaser of each POORMAN Bicycle to make good, by repair or replacement, when delivered at our factory, transportation prepaid, any imperfection or defect in the manufacture of such bicycle—tires, saddles and pedals excepted—provided that the factory serial number shall be on such bicycle at the time the claim is made, and that all imperfect or defective parts shall be referred to us before any claim for repair or replacement shall be allowed. This guarantee does not cover the cost of repairing said bicycle when damaged by accident, misuse or neglect.

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## NOTICE

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We do not guarantee tires, saddles, pedals, chains or any parts we purchase to equip our bicycles. Send such parts to the makers direct.

J. E. POORMAN, JR.

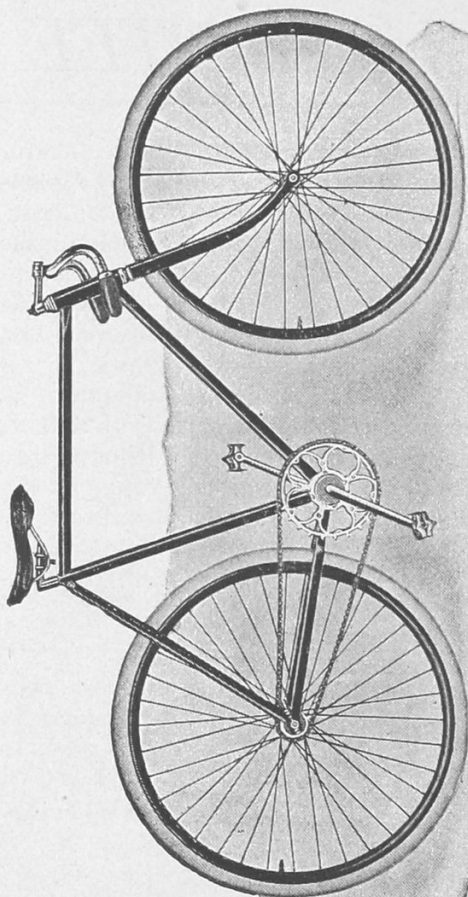
### To the Dealers:

**You ride a "Poorman" Bicycle  
and increase your trade**

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CINCINNATI, OHIO.

## POORMAN BICYCLE, MODEL No. 16.



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CINCINNATI, OHIO.



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## POORMAN BICYCLE GENTS' MODEL No. 16

**List Price, \$40.00**

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### SPECIFICATIONS:

One inch Seamless Tubing.

**Frame** 20, 22 or 24-inch, flush joints throughout.

**Finish** Black, (Maroon, Light Blue or Dark Electric Blue to order).

**Tires** Continental, Morgan & Wright, Goodrich or Hartford.

**Fork** Orient pattern.

**Saddle** Troxel.

**Bar** The celebrated Kelly Adjustable.

**Rims** **Best obtainable.**

**Chain** 3-16-inch. Best made.

**Pedals** Standard.

**List Price, \$40.** With Morrow, Corbin or New Departure Coaster Brake **\$45.**

Confidential Price, \$22.90 With choice of Coaster Brakes, \$26.90

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## POORMAN BICYCLE LADIES' MODEL No. 17

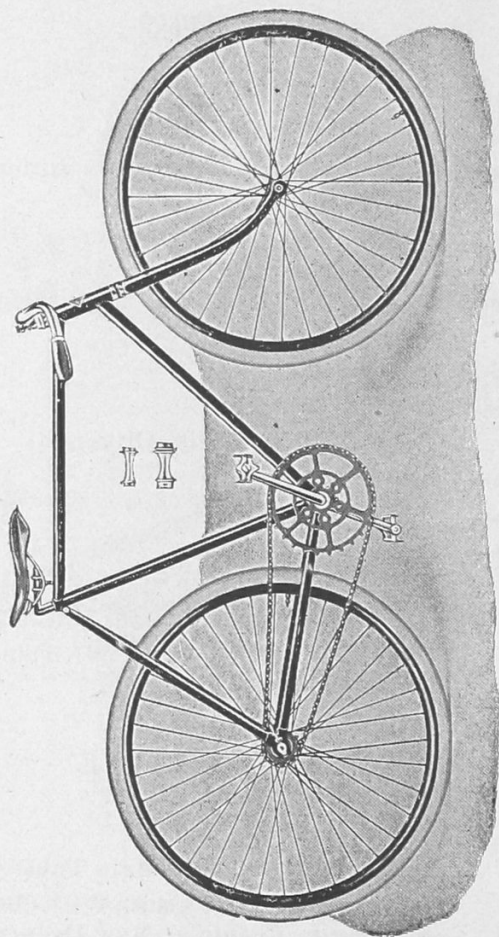
**List Price, \$40.00**

Double Curved Front Main Tubes.

Confidential Price, \$24.90 With choice of Morrow, Corbin or New Departure Coaster Brakes, \$28.90

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## POORMAN BICYCLE, MODEL No. 12



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CINCINNATI, OHIO.

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**POORMAN BICYCLE****GENTS' MODEL No. 12****List Price, \$30.00**

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**SPECIFICATIONS:****Frame** 20, 22 or 24-inch.**Tire** Continental.**Finish** Black.**Saddle** Troxel.**Bar** Adjustable.**Pedals** Huron.**Chain** 3-16-inch.

Recognized by its finish and construction as the best in this class—the leader at the price.

**List Price, \$30. With choice of Morrow, Corbin or New Departure Brakes, \$35.**

Confidential Price for Model No. 12, \$17.25. With choice of Brakes, \$21.25

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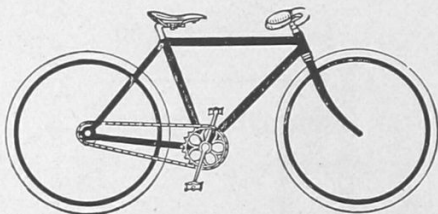
**POORMAN BICYCLE****LADIES' MODEL No. 13****List Price, \$30.00**

Confidential Price, \$18.75 With choice of Morrow, Corbin or New Departure Coaster Brake, \$22.75

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**CINCINNATI, OHIO.**

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**POORMAN JUVENILES****Models 70, 80 and 90****List Price, \$25.00**

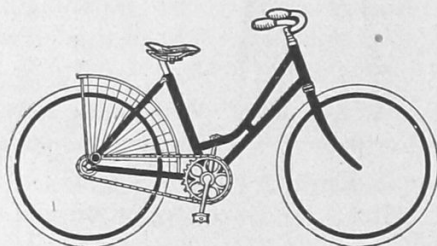
Model No. 70, 20-inch Wheels, 16-inch Frame

Model No. 80, 24-inch Wheels 18-inch Frame

Model No. 90, 26-inch Wheels 19-inch Frame

**Confidential Price, \$17.00**

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**Models 71, 81 and 91****List Price, \$25.00**

Model No. 71, 20-inch Wheels, 16-inch Frame

Model No. 81, 24-inch Wheels, 18-inch Frame

Model No. 91, 26-inch Wheels, 19-inch Frame

**Confidential Price, \$18.00**

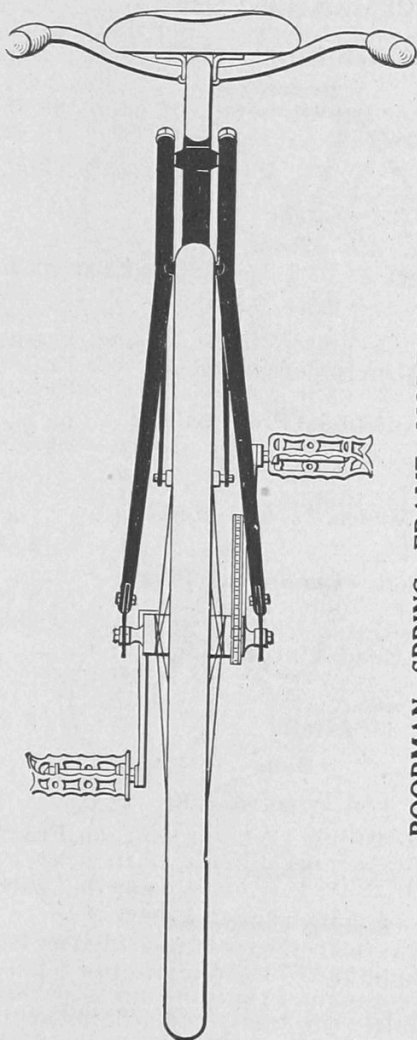
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**Best Boy's and Girl's Bicycles built  
barring none.**

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**CINCINNATI, OHIO.**





### POORMAN SPRING FRAME—MODEL No. 90.

**List Price \$50.00**

**The Very Best**

**Confidential Price, \$30.00**

With choice of Morrow, Corbin or New Departure Coaster Brakes, \$34.00. Made in 22 and 24 inch Frames. Equipped with the highest grade of equipment throughout. Nothing too good for this model. The experience in riding a bicycle fitted with a Regas Spring device can not be fully described in words. Simple hinge joints at the crank hanger and rear fork ends, together with patented spring stays made into a bicycle of sterling qualities.

"Makes the roughest road like a ball-room floor, Vibration and jar, you shall know them no more,

Curbstones like shadows will seem,  
'Tis a positive fact, not a dream."

**Axles**

|                                |          |        |
|--------------------------------|----------|--------|
| Assorted sizes and threads.... | per doz. | \$0 60 |
| Axle, front, set complete..... | each     | 18     |

**Brakes**

|                           |      |        |
|---------------------------|------|--------|
| Morrow Coaster Brake..... | each | \$3 43 |
| New Departure.....        | "    | 3 43   |
| Corbin.....               | "    | 3 43   |
| Musselman.....            | "    | 3 43   |

**Balls***A Grade—First Quality*

|                           |    |                       |      |
|---------------------------|----|-----------------------|------|
| 1/8-inch. per 100, \$     | 10 | 1/4-inch, per 100, \$ | 22   |
| 5-32 "                    | 13 | 5-16 "                | 35   |
| 3-16 "                    | 15 | 3/8 "                 | 50   |
| 7-32 "                    | 20 | 7-16 "                | 1 00 |
| 1/2-inch, per 100, \$1 50 |    |                       |      |

**ells**

|                       | Each   | Per Doz. |
|-----------------------|--------|----------|
| 30 Sterling.....      | \$0 11 | \$1 10   |
| 32 "                  | 12     | 1 30     |
| 350 " 1 3/4-inch..... | 14     | 1 45     |
| 375 " 2 ".....        | 16     | 1 65     |
| 302 " 2 1/4 ".....    | 25     | 2 60     |

**Bells—Continuous Ring**

|                               |      |      |
|-------------------------------|------|------|
| 558 Sterling, 2 3/8 inch..... | 40   | 3 75 |
| 2 Trinity Chimes.....         | 45   | 5 00 |
| 86 Clear the Road Alarm Gongs | 60   |      |
| 87 " " " " " " " " " "        | 80   |      |
| 88 " " " " " " " " " "        | 1 15 |      |
| Allen Rotary Tire Bell.....   | 35   | 3 50 |

**Belts**

|                         | Each          | Per Doz.       |
|-------------------------|---------------|----------------|
| Leather.....            | \$0 20—\$1 25 | \$2 00—\$14 00 |
| Canvas and Leather..... | 15            | 1 50           |

**Borax**

|               |         |        |
|---------------|---------|--------|
| Powdered..... | per lb. | \$0 15 |
|---------------|---------|--------|

**Brazing Compound**

After a great deal of experimenting, we can now offer without any hesitancy to the repairer a brazing compound that has no superior; makes the spelter run freely and will not scale. Per pound.....\$0 35

**Carbide**

For all Gas Lamps

|                                       |          |        |
|---------------------------------------|----------|--------|
| 2 lb. can (24 cans to case) . . . . . | per case | \$3 60 |
| 2 lb. can . . . . .                   | per can  | 16     |

**Crank Keys and Nuts**

|   |  |        |
|---|--|--------|
| Each (sizes $\frac{1}{4}$ , 5-16, 11-32, $\frac{3}{8}$ , 13-32<br>and 7-16) . . . . . |  | \$0 05 |
|---|--|--------|

**Chains**

|                                     |        |           |        |
|-------------------------------------|--------|-----------|--------|
| No. 21. In $\frac{1}{4}$ -inch each | \$0 60 | 3-16-inch | \$0 53 |
| No. 29. " " "                       | 75     | "         | 68     |
| No. 31. " " "                       | 80     | "         | 73     |

Connecting Links for Repairs

|  |          |        |
|--|----------|--------|
| $\frac{1}{8}$ , 3-16 and $\frac{1}{4}$ . . . . . | per doz. | \$0 60 |
|--|----------|--------|

**Chain Adjusters**

|                     |                         |        |
|---------------------|-------------------------|--------|
| Per pair . . \$0 05 | per doz. pair . . . . . | \$0 48 |
|---------------------|-------------------------|--------|

**Cyclometers**

|                          | Each   | Per doz. |
|--------------------------|--------|----------|
| Veedeer . . . . .        | \$0 60 | \$6 75   |
| " Trip . . . . .         | 1 35   | 15 00    |
| Leader . . . . .         | 50     | 5 00     |
| Standard No. 1 . . . . . | 40     | 4 00     |
| " " 2 . . . . .          | 50     | 5 00     |
| " " 3 . . . . .          | 70     | 7 50     |
| New Era . . . . .        | 65     | 7 00     |

**Cements**

|   |          |        |
|---|----------|--------|
| Rubber in tubes, No. 1 . . . . .                | doz.     | \$0 25 |
| " " " 2 . . . . .                               | "        | 35     |
| Rubber in pint cans . . . . .                   | each     | 25     |
| Wood Rim in tubes. No. 2 . . . . .              | doz.     | 35     |
| " " in bottles, with swab . . . . .             | "        | 55     |
| " " in cans . . . . .                           | "        | 75     |
| " " in pint cans . . . . .                      | each     | 25     |
| Nevercreep Hard Cemt. best quality lb . . . . . |          | 20     |
| " " " 2-oz. pkgs., doz. . . . .                 |          | 75     |
| M. & W. 1-lb. cakes . . . . .                   |          | 25     |
| Plugo, small tubes . . . . .                    | per doz. | 35     |
| " large " . . . . .                             | "        | 60     |

**Cranks**

|                        |          |        |
|------------------------|----------|--------|
| Rough forging.....     | each     | \$0 07 |
| Nickled, tapped.....   | per pair | 50     |
| Crank Repair Tips..... | each     | 10     |

**Coasters**

|               |  |        |
|---------------|--|--------|
| Per pair..... |  | \$0 10 |
|---------------|--|--------|

**Chain, Mud and Trouser Guards**

|                                 |          |        |
|---------------------------------|----------|--------|
| Chain and Rear Guard (Wood) ..  | per set  | \$0 60 |
| Trouser Guards.....             | per doz. | 20     |
| Empire Detachable Mud Guards .. | per set  | 1 25   |

**Dumb Bells****Maple Wood, Highly Polished**

|                          |          |        |
|--------------------------|----------|--------|
| $\frac{1}{2}$ pound..... | per pair | \$0 16 |
| $\frac{3}{4}$ ".....     | "        | 18     |
| 1 ".....                 | "        | 20     |
| 2 ".....                 | "        | 27     |
| 3 ".....                 | "        | 38     |
| 4 ".....                 | "        | 49     |
| Iron.....                | per lb.  | 05     |

**exercisers**

|              |                        |  |
|--------------|------------------------|--|
| Whitely..... | discount, 25 per cent. |  |
|--------------|------------------------|--|

**Enamels**

|  |      |        |
|--|------|--------|
| Air-Drying, $\frac{1}{4}$ pt. cans, all colors, .. | doz. | \$0 85 |
| Peacock Blue, Green or Red.....                    | "    | 75     |
| Aluminum Lacquer.....                              | "    | 75     |

**Flash Lights (Electric)**

|                                       |      |        |
|---------------------------------------|------|--------|
| Style A—Vulcanized Fiber Case ..      | each | \$0 70 |
| Style B—Metal Case Alligator cover .. | "    | 60     |
| Style BB—Black Metal Case.....        | "    | 45     |
| Batteries .....                       | "    | 20     |

**Graphite**

|   |          |        |
|---|----------|--------|
| Poorman's in tin cans, false bottom, .. | Per doz. | \$0 50 |
| " in tin foil.....                      |          | 25     |
| Brush Cap Pace Maker.....               | 1        | 25     |
| Keep-M-Kool.....                        |          | 60     |
| Miller's Lubricant.....                 |          | 60     |

**Fork Repair Tips**

|   |      |        |
|---|------|--------|
| $\frac{3}{4}$ -inch, $\frac{7}{8}$ -inch, 1-inch..... | each | \$0 05 |
|---|------|--------|

**Guards for Trousers**

Enameled.....per doz. pairs \$0 20

**Grips**

Cork, best quality, nickel tips.pr. 8c. doz. \$0 80

Leather, best quality..... per pair 18

“ next best..... “ 10

**Hubs—Front and Rear**

Standard, complete.....per pair \$1 25

Rear Hub.....each 90

Front Hub..... “ 45

Highest Grade Front Hub..... “ 60

**Handle Bars**

Kelly, Adj. Bar, Forward Extension...ea. \$1 25

“ Adjustable Bar..... “ 1 10

Steel, “ Expander Bar .... “ 60

“ “ Forward Extension. “ 85

Stems, Regular..... “ 35

“ Extension..... “ 40

**Horns**

| No.   | Length | in.                | dia. of bell         | Each   |
|-------|--------|--------------------|----------------------|--------|
| 15.   | 9      | in.                | 13 $\frac{1}{8}$ in. | \$0 30 |
| “ 16. | “      | 7 $\frac{3}{4}$ “  | 15 $\frac{1}{8}$ “   | 35     |
| “ 18. | “      | 9 $\frac{1}{4}$ “  | 2 “                  | 60     |
| “ 3.  | “      | 7 $\frac{1}{2}$ “  | 2 $\frac{1}{2}$ “    | 90     |
| “ 20. | “      | 9 $\frac{3}{4}$ “  | 3 $\frac{1}{2}$ “    | 1 50   |
| “ 22. | “      | 12 “               | 4 $\frac{1}{2}$ “    | 2 00   |
| “ 24. | “      | 13 “               | 5 “                  | 2 25   |
| “ 26. | “      | 14 $\frac{1}{2}$ “ | 6 “                  | 2 50   |

**Indian Clubs**

Maple Wood, Highly Polished

| Weight              | per pair | Price  |
|---------------------|----------|--------|
| $\frac{1}{2}$ pound |          | \$0 16 |
| $\frac{3}{4}$ “     |          | 18     |
| 1 “                 |          | 20     |
| 1 $\frac{1}{2}$ “   |          | 25     |
| 2 “                 |          | 27     |
| 3 “                 |          | 38     |
| 4 “                 |          | 49     |
| 5 “                 |          | 60     |

**Inner Tubes—Morgan & Wright**

Plain Inner Tubes 1st quality, ea 75c. doz. \$8 55  
 " " " 2nd " " 65c " 7 60

These Tubes are guaranteed by M. & W. and are  
 sold by us at factory prices.

Continental A.....each 70c per doz. \$7 50  
 " B....." 60c " 6 25  
 G & J complete with valve.....each 1 00  
 Dunlop, " " " " 1 00

**Lamps**

Solar "Gas".....each \$2 22  
 " "Oil"....." 1 19  
 Columbia, Gas....." 1 85  
 M & W Duplex, Gas....." 2 00  
 O. K., Gas....." 1 35  
 Bundy, Gas....." 1 50  
 20th Century, Gas....." 2 15  
 " " Oil....." 1 50  
 Sterling, Oil....." 1 10  
 Oil for Bicycle and Toy Auto....." 45

**Lamp Brackets**

No. 2. Fork.....per dozen \$2 00  
 " 4. "....." 1 70  
 Axle Bracket....." 25  
 Hold Fast, for head.....each 15

**Locks**

No. 4.....each \$0 12  
 No. 7....." 20  
 Combination Black....." 25  
 " Nickeled....." 30

**Luggage Carriers**

Wire Baskets No. 1.....each \$0 35  
 " " " 2....." 48  
 " " " 3....." 60  
 " " " 4 16x12x5....." 1 00  
 " " " 5 18x12x5....." 1 15  
 Lampson, No. 1s....." 40  
 " " 4s....." 75  
 " " 4d....." 85  
 Dexter No. 2.....each 25c per doz. 2 50

**Lacing for Chain and Mud Guards and Tires**

Braided and Twisted Mohair in 18  
 yard skeins.....each \$0 10  
 For Tires, in 1/4-lb. spools, @ 25c., 1/2-lb  
 45c., 1 pound spools.....each 90



**Nipple and Spoke Grips**

|                                 |      |        |
|---------------------------------|------|--------|
| "Perfect".....                  | each | \$0 40 |
| "Eagle".....                    | "    | 15     |
| "Taggart" small and compact.... | "    | 10     |

**Nuts**

|                                     |                       |        |
|-------------------------------------|-----------------------|--------|
| Finished Nickel-plated and threaded |                       |        |
| Assorted sizes....                  | per doz. 35c; per 100 | \$2 75 |

**Nail Clippers**

|                                 |          |        |
|---------------------------------|----------|--------|
| The Gem, a good selling article | per doz. | \$2 00 |
|---------------------------------|----------|--------|

**Needles**

For all Disc Talking Machines

|  |  |          |
|--|--|----------|
|  |  | Per 1000 |
| No. 1. best quality Highest Grade..... |  | \$0 50   |
| No. 2.....                             |  | 35       |
| No. 3.....                             |  | 30       |

**Oilers**

|                       |          |        |
|-----------------------|----------|--------|
| "Perfect" Pocket..... | per doz. | \$1 50 |
| "Star".....           | "        | 60     |

**Oil**

|                                 |          |        |
|---------------------------------|----------|--------|
| Lubricating, 2-oz. bottles..... | per doz. | \$0 45 |
| Three in One, large size.....   | "        | 1 50   |
| small size.....                 | "        | 80     |
| Nicoline.....                   | "        | 75     |

**Outer Casings**

|                      |      |        |
|----------------------|------|--------|
| Morgan & Wright..... | each | \$1 48 |
| G & J.....           | "    | 2 35   |
| Dunlop.....          | "    | 2 35   |
| Continental.....     | "    | 1 35   |

**Pedals**

|                        |          |        |
|------------------------|----------|--------|
| Diamond, Rat Trap..... | per pair | \$0 45 |
| Star No. 3.....        | "        | 75     |
| Bridgeport No. 2.....  | "        | 60     |
| Genesee No. 1.....     | "        | 50     |
| Standard No. 1.....    | "        | 50     |
| Pedal Rubbers.....     | per set  | 20     |

**Plugs**

|                              |          |        |
|------------------------------|----------|--------|
| Sampson, brass, assorted.... | per doz. | \$0 60 |
|------------------------------|----------|--------|

**Pumps—Foot and Hand**

|  |          |        |
|--|----------|--------|
| Hand, single action 10c each                     | per doz. | \$1 00 |
| Hand telescope, to attach to frame of bicycle    | each     | 30     |
| No. 1. Barrel 1¼ in. diam. x 12 in long, steel   | each     | 22     |
| No. 2. Barrel 1¼ in. diam. x 12 in. long steel   | each     | 25     |
| No. 3. Barrel 1¼ in. diam. x 12 in. long brass.  | each     | 28     |
| No. 4. Barrel 1½ in. diam. x 12 in. long, brass. | each     | 40     |
| No. 5. Barrel 1½ in. diam. x 18 in. long.        | each     | 1 15   |

**Pump Connections**

|            |      |         |
|------------|------|---------|
| Keno       | each | \$0 12½ |
| Swivel "K" | "    | 4       |
| K Nipple.  | "    | 2       |

**Pump Hose**

|          |  |        |
|----------|--|--------|
| Per foot |  | \$0 05 |
|----------|--|--------|

**Puncture Bands**

|       |          |        |
|-------|----------|--------|
| M & W | per doz. | \$1 00 |
|-------|----------|--------|

**Polish**

|                                 |              |        |
|---------------------------------|--------------|--------|
| Solarine, the best, 1-pts. each | 10c per doz. | \$1 00 |
| " " ½-pts. "                    | 15c "        | 1 50   |

**Pistols**

|                         |      |        |
|-------------------------|------|--------|
| U. S. A. Liquid Pistols | each | \$0 35 |
|-------------------------|------|--------|

**Pedometers**

|                       |      |        |
|-----------------------|------|--------|
| Registering 10 miles. | each | \$0 65 |
| " 100 "               | "    | 80     |

**Rust Removers**

|                                |         |        |
|--------------------------------|---------|--------|
| Rust Remover, contains no acid | per doz | \$1 25 |
|--------------------------------|---------|--------|

**Razors**

|                                 |         |        |
|---------------------------------|---------|--------|
| The Gillette Safety Razor No. 1 | each    | \$3 75 |
| " " " " No. 2                   | "       | 4 88   |
| " " " " No. 3                   | "       | 5 63   |
| " " Blades                      | per set | 40     |

**Rubber**

|                          |          |        |
|--------------------------|----------|--------|
| For patching, sheet 4x1. | per doz. | \$0 50 |
| " " patches              | per 100  | 25     |

**Repair Outfits**

|                       |      |        |
|-----------------------|------|--------|
| Goodrich Jiffy Tool   | each | \$0 15 |
| Tool for Rubber Bands | "    | 05     |
| Plug Plyers           | "    | 05     |

**Rims**

|  | Each   | Per Pair |
|--|--------|----------|
| Wood Drilled, 28-32-36 holes,<br>extra quality . . . . . | \$0 50 | \$0 90   |
| Dunlop, 28-inch . . . . .                                | 55     | 1 00     |
| G & J., best quality . . . . .                           | 55     | 1 00     |

For stained rims, add 20c per pair to above prices.

**Records**

| For all Disc Talking Machines   |      |        |
|---------------------------------|------|--------|
| Zonophone 10 inch . . . . .     | each | \$0 40 |
| " 12 " . . . . .                | "    | 60     |
| Star 10 " . . . . .             | "    | 36     |
| " 12 " . . . . .                | "    | 60     |
| International 10 inch . . . . . | "    | 25     |

**Record Carrying Cases**

For 10 inch Records, holds 50

|                |      |        |
|----------------|------|--------|
| No. 1. . . . . | each | \$1 35 |
| No. 2. . . . . | "    | 1 15   |

For 12 inch Records, holds 36

|                |      |        |
|----------------|------|--------|
| No. 1. . . . . | each | \$1 50 |
| No. 2. . . . . | "    | 1 25   |

**Soapstone**

|                          |         |        |
|--------------------------|---------|--------|
| In 2 lb. boxes . . . . . | per box | \$0 10 |
|--------------------------|---------|--------|

**Spelter**

|                        |         |        |
|------------------------|---------|--------|
| Best quality . . . . . | per lb. | \$0 35 |
|------------------------|---------|--------|

**Spokes and Nipples**

|   |         |        |
|---|---------|--------|
| No. 1. Headed, bent, threaded and<br>nickel, best quality . . . . . | per 100 | \$1 10 |
| No. 2. same as above . . . . .                                      | "       | 85     |
| No. 3. " . . . . .  | "       | 70     |

**Saddles**

|                                       |      |        |
|---------------------------------------|------|--------|
| Poorman, Brown style, Gents . . . . . | each | \$0 65 |
| Model 6 A Gents' . . . . .            | "    | 55     |
| Model Juvenile . . . . .              | "    | 48     |
| Model 14 C Ladies' . . . . .          | "    | 90     |
| The Oak . . . . .                     | "    | 1 00   |
| Brown's "B" not padded . . . . .      | "    | 1 25   |
| " "D" padded . . . . .                | "    | 1 35   |

**Saddle Clamps**

|                                  |      |        |
|----------------------------------|------|--------|
| Regular . . . . .                | each | \$0 10 |
| The Chalfant for frame . . . . . | "    | 35     |

**Saddle Springs**

|  |  |        |
|--|--|--------|
| Adjustable to any Saddle, complete . ea. |  | \$0 35 |
|--|--|--------|

**Seat Posts**

|                        |      |        |
|------------------------|------|--------|
| Watson Automatic.....  | each | \$0 55 |
| L Shape, seamless..... | "    | 40     |
| T " ".....             | "    | 40     |

**Shine-M-Up**

|                                |          |        |
|--------------------------------|----------|--------|
| Keeps hubs bright & polished.. | per doz. | \$0 35 |
|--------------------------------|----------|--------|

**Supporters and Suspensories**

|                               | Per doz. | Each   |
|-------------------------------|----------|--------|
| Morton Canton Flannel.....    | \$2 00   | \$0 20 |
| Sharp & Smith Jock Strap..... | 7 20     | 65     |

**Stands**

|                   |      |        |
|-------------------|------|--------|
| For Bicycles..... | each | \$0 60 |
|-------------------|------|--------|

**Tires**

|                                 |          |        |
|---------------------------------|----------|--------|
| Continental No. 60. D. T.....   | per pair | \$3 90 |
| " " 30. S. T.....               | "        | 4 50   |
| " " 15. S. T.....               | "        | 3 75   |
| Dunlop, 28 inch.....            | "        | 6 65   |
| G & J., 28 inch.....            | "        | 6 70   |
| Morgan & Wright.....            | "        | 4 37   |
| Palmer.....                     | "        | 5 95   |
| Hartford, No. 50.....           | "        | 4 05   |
| " " 70.....                     | "        | 4 75   |
| " " 77.....                     | "        | 5 25   |
| " " 80.....                     | "        | 5 70   |
| Puncture Proof.....             | "        | 5 50   |
| Unguaranteed Tire, good quality | "        | 2 85   |
| " " No. 2.....                  | "        | 2 60   |
| " " " 3.....                    | "        | 2 35   |
| " " " 4.....                    | "        | 2 15   |

**Tire Tape**

|                                |           |        |
|--------------------------------|-----------|--------|
| Best quality, 1 ounce rolls... | per pound | \$0 30 |
|--------------------------------|-----------|--------|

**Toe Clips**

|                             |                |        |
|-----------------------------|----------------|--------|
| No. 1. Special.....         | per doz. pairs | \$0 90 |
| " 4. For rubber comb pedals | " "            | 1 10   |
| " 3. Thiem's Adjustable...  | " "            | 1 40   |
| " 2. Snow.....              | " "            | 1 00   |
| " 5. Pacer.....             | " "            | 1 15   |
| " 6. Sager.....             | " "            | 2 00   |

**Tire Fluid**

|                            |          |        |
|----------------------------|----------|--------|
| Neverleak, 4 oz. tube..... | per doz. | \$1 75 |
|----------------------------|----------|--------|

**Tool Bags**

|                        |      |        |
|------------------------|------|--------|
| Model 20, Grain Gents' | each | \$0 35 |
| " 5, " "               | "    | 30     |
| " 8, Split " "         | "    | 18     |
| " 3, Grain Ladies'     | "    | 35     |

**Tips**

|                             |          |        |
|-----------------------------|----------|--------|
| For Carbide Lamps, each 10c | per doz. | \$0 84 |
|-----------------------------|----------|--------|

**Tire Lacing**

|                            |     |                         |     |       |     |
|----------------------------|-----|-------------------------|-----|-------|-----|
| In $\frac{1}{4}$ lb. pkgs. | 25c | $\frac{1}{2}$ lb. pkgs. | 45c | 1 lb. | 90c |
|----------------------------|-----|-------------------------|-----|-------|-----|

**Valves**

|                           |           |        |
|---------------------------|-----------|--------|
| Schrader, regular         | per doz.  | \$0 60 |
| " metal base              | "         | 1 20   |
| " rubber                  | "         | 1 10   |
| M & W                     | "         | 55     |
| " Valve and Stem complete | "         | 90     |
| G & J Valves              | each, 12c | 1 20   |
| Palmer                    | each      | 12     |
| Dunlop                    | "         | 18     |

**Valve Stems**

|              |          |        |
|--------------|----------|--------|
| Best quality | per doz. | \$0 30 |
|--------------|----------|--------|

**Watches**

|         |      |        |
|---------|------|--------|
| Yankee  | each | \$0 75 |
| Eclipse | "    | 1 00   |
| Triumph | "    | 1 20   |
| Midget  | "    | 1 35   |

**Wrenches**

|                  |      |        |
|------------------|------|--------|
| Eureka           | each | \$0 15 |
| Best grade, blue | "    | 30     |
| " " nickel       | "    | 35     |

**Washers**

|         |            |          |        |
|---------|------------|----------|--------|
| Woodrim | per 100 5c | per 1000 | \$0 30 |
| Round   |            | per doz. | 10     |

**Whistles**

|                 |          |        |
|-----------------|----------|--------|
| Universal No. 1 | per doz. | \$1 56 |
| " " 2           | "        | 1 44   |
| " " 3           | "        | 1 32   |



*The H. & S. Special Outfit,  
Complete with Ten Records,*

**\$10<sup>80</sup>**

¶ This Machine offers many attractive features to the progressive dealer and unquestionably will meet with a large sale as it presents the best value that has ever been offered in a **Disc Talking Machine**. Never before have such a number of good, lasting and valuable properties been embodied in a **Talking Machine** that can be sold at a moderate price.

---

CINCINNATI, OHIO.



¶ **Motor:**—Compact, strong and durable. Runs one ten-inch and two seven-inch records at one winding. Turn-table nine inches in diameter.

¶ **Cabinet:**—Extra large size, colonial style, finished in rich golden oak. Top hinged, so that the working parts of motor can be instantly examined and oiled.

¶ **Horn:**—The horn is flower shaped, enameled with gold stripes inside and outside. It is 24 inches long, with bell 20 inches in diameter.

¶ **Sound Box:**—The sound box is equipped with a patented metal diaphragm, which is not affected by atmospheric changes as is the case with mica. The principles of construction are new and the results are clear, loud and musical.

¶ This machine is being placed on the market without restriction as to retail price, so as to enable it to be used for premium purposes, or for various schemes to promote the sale of disc records. It can be readily retailed for \$25.00. The entire outfit is packed complete in one crate.

¶ We would advise you placing orders at once, as we anticipate a heavy demand.

Headquarters for the Celebrated lines of  
Zonophone and Star Machines and Records.

## ZONOPHONE MACHINES

|                    | List Price |  |
|--------------------|------------|--|
| Home.....          | \$20 00    |  |
| Parlor.....        | 30 00      |  |
| Concert.....       | 40 00      |  |
| Concert Grand..... | 50 00      |  |
| Grand Opera.....   | 60 00      |  |
| Royal Grand.....   | 75 00      |  |

### Dealer's Net Prices

|                    | Dealer's Net Price |  |
|--------------------|--------------------|--|
| Home.....          | \$12 00            |  |
| Parlor.....        | 16 50              |  |
| Concert.....       | 22 00              |  |
| Concert Grand..... | 27 50              |  |
| Grand Opera.....   | 33 00              |  |
| Royal Grand.....   | 41 25              |  |

## ZONOPHONE RECORDS

|                      | List Price | Dealer's Net Price |
|----------------------|------------|--------------------|
| 10-inch Records..... | \$0 60     | \$0 40             |
| 12 " ".....          | 1 00       | 60                 |

If not familiar with these lines write for  
complete set of Catalogues covering the  
Zonophone Machines and Records.

☐ All goods supplied at factory prices.

CINCINNATI, OHIO.

Headquarters for the Celebrated lines of  
Star and Zonophone Machines and Records.

## STAR MACHINES

|               |            |         |
|---------------|------------|---------|
| Model 40..... | List Price | \$40 00 |
| Model 65..... | "          | 65 00   |
| Model 85..... | "          | 85 00   |

### Dealer's Net Prices

|               |                    |         |
|---------------|--------------------|---------|
| Model 40..... | Dealer's Net Price | \$21 60 |
| Model 65..... | "                  | 35 10   |
| Model 85..... | "                  | 45 90   |

## STAR RECORDS

|                      | List Price | Dealer's Net Price |
|----------------------|------------|--------------------|
| 10-inch Records..... | \$0 60     | \$0 36             |
| 12 " ".....          | 1 00       | 60                 |

If not familiar with these lines write for  
complete set of Catalogues covering the Star  
Machines and Records.

☐ All goods supplied at factory prices.

## THE NAME PLATE OF QUALITY

\$ for \$ "And a  
Little Bit More"



**Here's for Continued Prosperity!**

☞ Trusting you will favor us with a share at least of your future valued patronage and thanking you for any past favors, we beg to remain,

Your very truly,

**J. E. POORMAN, JR.**

CINCINNATI, OHIO.

